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January 21, 1982

TWO DOLLARS

Implement & Tractor

The business magazine of the farm & industrial equipment industry



EVERGREEN IMPLEMENT'S SERVICE ACCOUNTABILITY PROGRAM: IT PAYS!

page 18

Ford and Versatile Unveil
New Tractors pages 8 and 12

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INTERTEC PUBLISHING CORP.

Implement & Tractor

The business magazine of the farm & industrial equipment industry

in this issue...

8: Ford Aims at 30-90 HP Market With New Series 10: Ford Tractor unveils a line of new tractors as it goes for a 25 per cent share of the North American tractor market by 1985.

12: A 470-HP Canadian Giant: Versatile dealers brought their prospects to Phoenix, Ariz., in December to see the new 1150 tractor and other equipment.

18: Evergreen Implement's Service Accountability Program: It Pays! Dealer Roger Thieme credits his service accountability program for a high level of control and profitability of his service business.

On the cover...A memory typewriter is used at Evergreen Implement, Inc., to record every job completed on a work order. The detailed statement of repairs and charges aids in customer communication and satisfaction, the dealer has found.

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RETAIL SALES OF WHEEL TRACTORS* (In Units)

	Total Wheel Tractors†				Cumulative for Jan.-Oct., 1980				Cumulative for Jan.-Oct., 1981			
	Oct. 1980		Oct. 1981		Farm Type		Total		Farm Type		Total	
	Farm	Non-Farm	Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Farm	Non-Farm	2-Wheel Drive	4-Wheel Drive	Farm	Non-Farm
Alabama	180	33	211	21	1,947	60	2,007	346	1,489	25	1,514	256
Alaska	2	4	3	17	24	6	30	37	33	1	34	62
Arizona	179	51	249	40	737	81	818	418	743	56	799	321
Arkansas	372	75	342	25	2,702	302	3,004	466	2,354	277	2,631	276
California	653	311	401	177	3,783	333	4,116	2,381	3,416	390	3,806	1,728
Colorado	208	74	128	52	995	189	1,184	555	862	180	1,042	388
Connecticut	14	24	15	9	207	5	212	185	143	2	145	117
Delaware	15	3	7	4	128	9	137	35	94	3	97	41
Florida	276	112	349	124	2,204	95	2,299	1,025	2,010	62	2,072	936
Georgia	256	94	242	43	2,627	45	2,672	528	2,079	21	2,100	415
Hawaii	6	4	4	3	61	2	63	80	52	6	58	58
Idaho	231	13	194	17	1,007	169	1,176	126	1,143	225	1,368	127
Illinois	1,048	107	450	65	4,710	750	5,460	751	3,644	681	4,325	578
Indiana	503	54	211	42	2,759	419	3,178	416	1,999	324	2,323	284
Iowa	1,173	20	433	33	5,330	618	5,948	244	4,493	508	5,001	216
Kansas	545	28	334	15	3,119	634	3,753	290	2,284	427	2,711	210
Kentucky	378	62	308	30	3,377	65	3,442	446	2,710	36	2,746	374
Louisiana	319	59	251	47	2,318	223	2,541	545	2,246	187	2,433	598
Maine	21	12	42	13	221	3	224	83	214	6	220	68
Maryland	83	50	61	36	615	28	643	304	459	17	476	286
Massachusetts	16	32	15	32	131	1	132	251	132	.....	132	204
Michigan	401	83	261	51	2,140	261	2,401	709	1,985	292	2,277	490
Minnesota	895	51	539	29	3,851	625	4,476	335	3,449	527	3,976	226
Mississippi	326	47	383	21	2,786	221	3,007	355	2,238	153	2,391	223
Missouri	537	74	485	42	3,382	215	3,597	527	2,855	231	3,086	335
Montana	160	27	131	23	1,010	253	1,263	194	772	250	1,022	136
Nebraska	611	28	222	6	2,884	325	3,209	168	2,269	224	2,493	109
Nevada	13	12	5	19	103	11	114	111	65	10	75	109
New Hampshire	17	26	18	11	127	2	129	92	116	.....	116	82
New Jersey	32	49	20	32	264	4	268	439	192	.....	192	353
New Mexico	42	24	30	20	365	19	384	202	297	32	329	183
New York	294	99	269	108	2,180	94	2,274	795	1,892	145	2,037	666
North Carolina	508	66	337	49	3,016	49	3,065	562	2,227	38	2,265	466
North Dakota	391	16	414	11	1,454	691	2,145	127	1,590	702	2,292	77
Ohio	511	98	217	37	3,157	318	3,475	783	2,267	285	2,552	529
Oklahoma	317	79	300	78	2,346	327	2,673	554	2,102	263	2,365	607
Oregon	189	61	139	21	1,203	70	1,273	358	975	92	1,067	224
Pennsylvania	232	98	174	86	1,921	48	1,969	927	1,582	51	1,633	662
Rhode Island	1	5	.....	4	15	.....	15	40	14	.....	14	27
South Carolina	132	45	77	33	1,291	43	1,334	332	905	31	936	278
South Dakota	241	20	167	7	1,419	231	1,650	86	1,181	247	1,428	62
Tennessee	289	63	307	37	2,655	85	2,740	411	2,234	50	2,284	275
Texas	1,332	374	1,705	385	8,428	543	8,971	3,126	9,220	522	9,742	3,090
Utah	78	50	62	43	569	24	593	317	529	23	552	257
Vermont	51	7	44	6	310	3	313	42	288	3	291	42
Virginia	246	39	200	28	1,915	23	1,938	491	1,362	17	1,379	292
Washington	285	54	139	45	1,669	165	1,834	417	1,186	160	1,346	330
West Virginia	34	19	33	12	409	.....	409	173	293	.....	293	118
Wisconsin	642	60	390	33	4,131	217	4,348	432	3,357	203	3,560	311
Wyoming	62	22	32	11	324	39	363	143	297	33	330	138
U.S. Government	7	11	2	40	220	.....	220	590	15	.....	15	141
Miscellaneous‡	30	37	27	61	302	.....	302	496	229	.....	229	560
TOTAL	15,384	2,966	11,379	2,244	94,848	8,943	103,791	23,850	80,582	8,018	88,600	18,943

Data released December 21, 1981, Farm & Industrial Equipment Institute.

*Figures do not include garden tractors, motor tillers or contractors off-highway types. Report includes units marketed by these firms: Allied Farm Equip. (Leyland Satoh); Allis-Chalmers; Belarus; J I Case; Deere; Deutz; Ford; International Harvester; Long; Massey-Ferguson; R. M. Wade (Satoh); Steiger; Versatile; and White.

†The monthly sales are those reported for that month only. The cumulative totals are subject to revision reflecting updating in the basic sales data.

‡Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

RETAIL SALES OF SELECTED FARM EQUIPMENT – Jan.-Oct. 1980 and 1981(1)

(In Units)

	Combines		Corn Heads		Hay Balers(2)		Windrowers				Grinder-Mixers		Shear-Bar Forage Harvesters(3)	
	Self-Propelled						Self-Propelled							
	1980	1981	1980	1981	1980	1981	Power Units	1981	Total Heads	1981	1980	1981	1980	1981
Alabama	206	206	57	54	135	212	2	.....	1	.....	108	74	30	35
Alaska	5	3	.....	.....	17	14	3	.....	4	.....	1	3	.....	1
Arizona	52	71	5	1	43	50	60	56	72	65	7	5	11	13
Arkansas	585	703	5	4	173	267	.....	4	.....	4	64	38	11	14
California	259	334	52	57	160	152	262	266	289	293	5	5	62	70
Colorado	313	265	139	108	407	379	207	193	222	211	57	50	81	49
Connecticut	.....	1	.....	2	53	50	.....	.....	.....	.....	1	1	34	35
Delaware	35	24	38	24	11	8	1	1	1	1	8	8	10	2
Florida	63	51	45	26	64	77	.....	2	.....	2	39	12	22	24
Georgia	293	364	275	190	168	228	1	.....	1	.....	225	85	89	74
Hawaii	.....	.....	1	.....	.....	.....	.....	.....	.....	.....	.....	.....	2	.....
Idaho	388	408	14	9	582	474	379	273	387	286	51	27	63	38
Illinois	2,315	2,201	2,414	2,165	317	235	22	10	22	12	421	320	229	189
Indiana	1,219	858	1,342	970	302	292	8	7	8	7	316	193	162	108
Iowa	2,508	2,385	2,668	2,606	306	295	124	122	130	133	1,049	820	507	355
Kansas	1,583	1,386	301	164	287	330	257	260	268	273	200	137	225	159
Kentucky	283	240	240	181	275	307	3	27	3	30	258	150	160	130
Louisiana	395	361	3	5	60	113	.....	.....	.....	.....	17	8	18	9
Maine	7	8	.....	4	67	70	2	.....	2	.....	1	2	39	28
Maryland	112	96	136	126	107	86	11	6	12	6	31	19	70	62
Massachusetts	.....	.....	.....	.....	47	44	6	.....	6	.....	3	.....	33	26
Michigan	422	382	387	368	362	276	61	44	62	45	205	163	349	243
Minnesota	1,353	1,424	1,169	1,065	688	651	609	557	627	591	489	465	765	577
Mississippi	442	436	6	14	75	123	1	.....	1	.....	38	31	59	46
Missouri	848	1,116	448	363	398	516	81	45	88	47	428	289	171	122
Montana	374	510	4	10	364	269	401	385	446	431	58	33	32	34
Nebraska	1,361	1,254	1,260	957	197	176	271	265	285	292	419	301	321	292
Nevada	3	3	.....	.....	38	29	54	45	58	49	2	2	7	7
New Hampshire	.....	.....	.....	.....	57	50	.....	.....	.....	.....	.....	2	28	24
New Jersey	24	12	14	11	37	34	.....	.....	.....	.....	7	8	15	8
New Mexico	36	38	14	6	124	131	60	54	63	58	11	8	6	6
New York	142	124	175	154	730	574	65	51	66	52	103	97	721	613
North Carolina	319	369	333	344	272	266	2	1	2	1	144	90	76	80
North Dakota	888	1,186	52	103	49	64	543	691	587	781	121	99	134	186
Ohio	958	602	886	585	498	468	8	10	8	10	326	220	230	172
Oklahoma	499	494	21	12	375	494	96	106	103	112	106	74	32	32
Oregon	216	231	8	19	395	298	242	190	263	219	23	21	42	53
Pennsylvania	151	152	231	172	700	633	49	41	51	42	249	176	466	390
Rhode Island	.....	.....	.....	.....	7	2	7	.....	6	.....	.....	.....	1	2
South Carolina	158	162	116	98	68	93	.....	.....	.....	.....	58	35	34	34
South Dakota	433	478	237	234	92	80	497	441	542	496	267	184	358	302
Tennessee	281	315	137	99	374	489	1	2	1	2	165	135	127	120
Texas	894	1,124	285	244	648	1,072	83	82	88	94	208	142	76	80
Utah	37	39	7	1	321	323	124	123	134	129	29	9	93	54
Vermont	1	7	1	9	107	101	4	5	4	5	.....	3	142	97
Virginia	98	108	106	94	362	292	7	9	7	10	84	56	162	138
Washington	407	422	30	38	429	361	178	121	180	147	17	9	129	66
West Virginia	4	3	5	3	152	127	1	.....	1	.....	22	9	24	21
Wisconsin	538	430	622	490	1,399	1,167	368	267	374	274	466	371	1,708	1,284
Wyoming	46	56	6	11	184	205	185	153	201	156	18	16	35	19
U.S. Government	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miscellaneous (4)	.....	3	6	12	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
TOTAL	21,554	21,445	14,301	12,212	13,083	13,047	5,346	4,915	5,676	5,366	6,925	5,005	8,201	6,523

Data released December 21, 1981, Farm & Industrial Equipment Institute.

(1) Includes revisions for prior months.

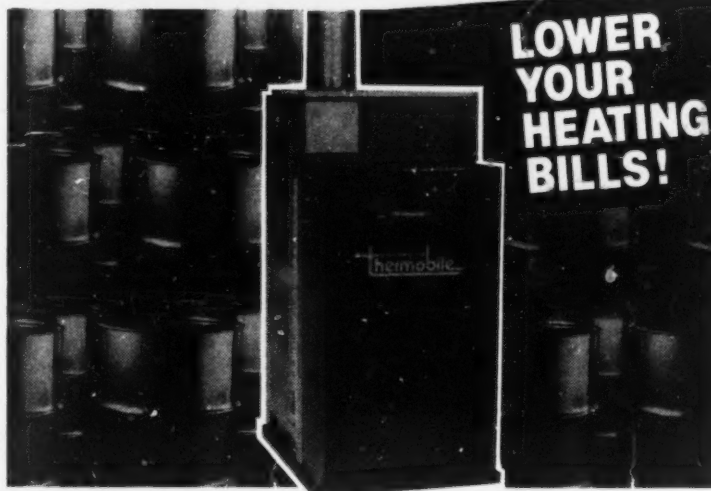
(2) For making bales of under 200 lbs.

(3) Pull-type, mounted, self-propelled.

(4) Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Mower Conditioners All Types		Manure Spreaders Conveyor-Type		
1980	1981	1980	1981	
130	167	17	14	Alabama
5	12	1	3	Alaska
9	15	6	6	Arizona
344	457	78	74	Arkansas
40	42	48	46	California
152	138	55	42	Colorado
89	48	56	51	Connecticut
16	10	50	43	Delaware
70	78	23	22	Florida
211	207	43	29	Georgia
.....	.....	1	.....	Hawaii
157	143	98	85	Idaho
569	510	491	417	Illinois
472	472	417	358	Indiana
1,005	937	1,115	1,074	Iowa
567	613	178	113	Kansas
761	837	226	216	Kentucky
44	74	25	15	Louisiana
111	100	95	55	Maine
106	91	187	121	Maryland
48	52	66	54	Massachusetts
631	451	611	547	Michigan
982	951	1,180	1,022	Minnesota
98	105	18	16	Mississippi
1,103	1,399	277	225	Missouri
144	159	44	19	Montana
434	422	303	164	Nebraska
8	9	5	4	Nevada
68	54	48	33	New Hampshire
54	36	41	35	New Jersey
18	26	9	7	New Mexico
1,082	958	1,142	1,086	New York
245	239	126	97	North Carolina
126	176	92	57	North Dakota
734	609	687	578	Ohio
576	654	47	25	Oklahoma
266	174	96	67	Oregon
867	738	1,007	845	Pennsylvania
4	3	.....	.....	Rhode Island
73	129	26	13	South Carolina
79	132	184	158	South Dakota
535	708	145	103	Tennessee
1,020	1,401	126	127	Texas
177	170	94	72	Utah
233	183	193	168	Vermont
632	477	202	121	Virginia
246	188	111	84	Washington
160	147	51	51	West Virginia
2,334	1,795	1,796	1,500	Wisconsin
50	74	36	20	Wyoming
.....				U.S. Government
.....		2		Miscellaneous
17,885	17,570	11,975	10,082	TOTAL

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Telex 064-5318

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Memphis, Tennessee 38118
(901) 362-0117

Star Route, P.O. Box 24
Pocatello, Idaho 83201
(208) 232-4051

19551 N. Dixie Hwy.
Bowling Green, Ohio 43402
(419) 354-1495

1924 Comenitz Drive
Davenport, Iowa 52802
(319) 323-6895

Southern Plow Company
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P.O. Box 10207
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U.S.A. 75207
(214) 742-9075

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East Syracuse, New York
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AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

JONES FARM EQUIPMENT CO. Dothan, Alabama (December 8, 1981)

ALLIS-CHALMERS TRACTORS

7080 diesel, 1977 (Good)	14,000
7020 diesel, 1978 (Good)	9500
200 diesel, 1974 (Good)	6050
XT190 diesel, duals, 1969 (Good) ..	3000
XT190 diesel, 1968 (Fair)	1950
160 diesel, 1944 (Good)	3600
WD, 1951 (Fair)	300
CA, cult., 1956 (Rough)	275*
B, cult., 1944 (Good)	725
C, 1944 (Good)	500

CASE TRACTOR

530 diesel, ldr., 1966 (Good)	3200*
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DAVID BROWN TRACTOR

990 diesel, 1968 (Good)	2250*
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MASSEY-FERGUSON TRACTORS

1100 diesel, 1968 (Good)	3700
1100 diesel, 1966 (Fair)	3400*
285 diesel, 1977 (Good)	6800*
265 diesel, 1975 (Excellent)	6500*
255 diesel, 1977 (Good)	5300*

245 diesel, 1980 (Excellent)	8400*
230 diesel, 1981 (New)	7500
230 diesel, 1981 (New)	7300*
180 diesel, 1967 (Good)	3350*
175 diesel, 1974 (Excellent)	4600
175 diesel, 1967 (Good)	4350
165 diesel, 1972 (Good)	4100*
165 diesel, 1971 (Good)	3925
165 diesel, 1967 (Good)	3500
165 diesel, 1967 (Fair)	2700
165 diesel, 1967 (Good)	3400
165 diesel, 1967 (Good)	3100
165 diesel, 1967 (Good)	3650
135, 1970 (Good)	2800*
135 diesel, 1970 (Excellent)	3500*
135 diesel, 1968 (Good)	3050
135 diesel, 1966 (Fair)	2250
135 diesel, 1968 (Good)	2950*
135, 1968 (Good)	3200
135, 1967 (Fair)	2100
135 diesel, 1967 (Good)	3500
135, 1967 (Fair)	2300
135, 1966 (Fair)	2600
135 diesel, 1966 (Good)	3250*
65 diesel, 1963 (Excellent)	2400
35, 1959 (Rough)	1050
35, 1956 (Good)	1750*
35, 1956 (Fair)	1400*
TO 30, 1953 (Good)	850
TO 30, 1953 (Good)	925

FORD-FERGUSON TRACTORS

9N, 1944 (Rough)	400
9N, 1944 (Rough)	425

FORD TRACTORS

9000 diesel, 1972 (Good)	4300*
7700 diesel, 1977 (Good)	9400*
7700 diesel, 1976 (Excellent)	10,250*
7600 diesel, 1976 (Good)	8000*
7000 diesel, 1973 (Good)	6200
5600 diesel, 1977 (Excellent)	7850*
5000 diesel, 1974 (Good)	4300
5000 diesel, 1973 (Good)	4700
5000 diesel, 1972 (Excellent)	6000*
4500 diesel, ldr., 1974 (Excellent)	6600
4400 diesel, ldr., 1975 (Good)	3500
4000 diesel, 1974 (Good)	3700*
4000 diesel, 1974 (Good)	3800
4000 diesel, 1974 (Good)	4250
4000 diesel, 1968 (Fair)	3000*
4000 diesel, 1968 (Fair)	3450
4000 diesel, 1967 (Rough)	2550
3600 diesel, 1976 (Excellent)	5550
3000 diesel, 1972 (Excellent)	4550
3000 diesel, 1968 (Good)	3000
3000 diesel, 1968 (Good)	3200
3000 diesel, 1968 (Good)	3500
3000 diesel, 1968 (Good)	3100
2600 diesel, 1976 (Good)	4700*

2000, 1964 (Good)	2100*
2000, 1963 (Good)	2250*
861 diesel, 1959 (Good)	1900*
850, 1955 (Excellent)	2600
841 diesel, 1958 (Good)	2250
841 diesel, 1958 (Good)	1700
841, 1960 (Good)	2150
640, 1956 (Rough)	1000
640, 1956 (Fair)	1600
640, 1955 (Good)	2200
640, 1956 (Good)	2000
Jubilee, 1953 (Fair)	1050
Jubilee, 1953 (Good)	1800
Jubilee, 1953 (Fair)	1250
8N, 1951 (Excellent)	1500*
8N, 1949 (Good)	900*
8N, 1949 (Excellent)	1475
8N, 1948 (Fair)	750

INTERNATIONAL HARVESTER TRACTORS

1206 diesel, 1966 (Fair)	3000
1066 diesel, 1973 (Good)	5850
856 diesel, 1968 (Good)	5600*
708 diesel, 1964 (Fair)	2500*
708 diesel, 1964 (Fair)	2100
574 diesel, 1972 (Fair)	2800*
504, 1962 (Good)	1500
2444 diesel, trencher, 1968 (Good)	2600*

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424 diesel, 1965 (Good)	1950
404, 1967 (Good)	1850*
B275 diesel, 1958 (Fair)	775
240, 1959 (Good)	1750
M, 1944 (Fair)	300
Sup. C, 1952 (Good)	450
C, 1949 (Good)	575
Sup. A, cult., 1953 (Good)	1600*
Sup. A, cult., plt., 1951 (Good)	1325
Sup. A, har., 1948 (Rough)	700
A, cult., plow, 1942 (Good)	450*
Cub, mo., 1949 (Good)	1200
Cub, 1948 (Good)	1150

JOHN DEERE TRACTORS

4020 diesel, 1966 (Rough)	3000
4020 diesel, 1971 (Excellent)	7200
4020 diesel, 1968 (Good)	5700
4020 diesel, 1967 (Good)	6150
3010 1962 (Fair)	2400*
2840 diesel, 1979 (Excellent)	10,700*
2030 diesel, 1968 (Excellent)	5250*
2030 diesel, 1968 (Excellent)	5200*
2020 diesel, 1967 (Good)	3700
2020 diesel, 1967 (Good)	3700*
2020 diesel, 1967 (Good)	3500
2020 diesel, 1967 (Good)	3600*
830 diesel, 1975 (Good)	4200*
40, 1954 (Good)	700*
450 diesel, backhoe, ldr., 1972 (Good)	9500*
430, 1959 (Good)	1500*
430, 1959 (Good)	1250*
430, 1959 (Rough)	750
420, 1957 (Rough)	550
420, 1956 (Fair)	950
300, 1970 (Fair)	1700
40S, flail mo., 1954 (Fair)	700

LONG TRACTORS

550 diesel, (Good)	3350
460 diesel, (Excellent)	5200*
360 diesel, (Excellent)	5300*

360 diesel, (Excellent)	3800
5 N-1, ldr., backhoe, (Good)	4700

MALONE TRACTOR

955 diesel, 1973 (Fair)	3100*
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OLIVER TRACTORS

1750 diesel, 1968 (Fair)	2100
550 diesel, 1959 (Good)	1800*

YODER & FREY, INC. Archbold, Ohio (December 8, 1981)

ALLIS-CHALMERS TRACTORS

7030, 1972 (Fair)	7800*
210, 1967 (Good)	5500*
X* 190, 1968 (Good)	5000*
XT190 diesel	4150
XT190, 1967 (Fair)	3700*
170, 1967 (Good)	3000*
D17, 1965 (Good)	3500*
D17	3500
D17, 1959 (Fair)	2500
D17, 1957 (Fair)	1750*
D17 diesel, 1957 (Fair)	1550
D12	1250
WD45, 1952 (Good)	1075
WD45, 1950 (Fair)	900
WD	1150
WD, 1950 (Fair)	910
WD45, (Rough)	775
CA, 1948 (Fair)	425
G-AC, cult., 1947 (Fair)	1175

CASE TRACTORS

1490, (New)	10,300
1290, 1980 (New)	7350
1190, (New)	6400*
1190, (New)	6500

1030 diesel, 1961 (Rough)	3100*
1030	3400
970	8500
930, 1961 (Fair)	1450*
830 diesel, 1954 (Rough)	2000*
830	850
830	1350

DAVID BROWN TRACTORS

1210	3500
1200, 1963 (Fair)	2700*
1200, 1963 (Fair)	3200*

DEUTZ TRACTOR

130-06, 1970 (Fair)	7500*
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JOHN DEERE TRACTORS

6030, 1974 (Fair)	11,300
4620 diesel, 1970 (Fair)	9200
4620, cab.	8550
4440, (New)	30,000*
4430, 1973 (Fair)	15,500
4430, 1974 (Fair)	15,500
4430, (Good)	14,750*
4430 diesel, 1973 (Fair)	14,000*
4320, 1971 (Good)	9000*
4020, 1965 (Fair)	5850*
4020, 1966 (Good)	6900*
4020 diesel, 1965 (Fair)	6000*
4020, 1966 (Fair)	6800*
4020	6550
4020 diesel, 1967 (Fair)	7150*
4020 diesel, 1965 (Fair)	6200*
4020, 1962 (Fair)	3550
4020 diesel, 1965 (Fair)	6000*
4010, 1962 (Good)	3900
3020, 1964 (Fair)	3625
3020, ldr., 1967 (Fair)	4425
3010 diesel	3300
3010 diesel, 1963 (Fair)	3570
2510	3700
2510, 1966 (Fair)	4000*
2030, 1975 (Good)	5750

2010	2350
830, 1957 (Fair)	2150
730 diesel, 1957 (Good)	1700
730 diesel, 1957 (Fair)	2000*
720, 1957 (Fair)	1750
720 diesel, 1962 (Good)	1525*
630, 1967 (Rough)	1550*
620, 1956 (Fair)	1400*
620, 1957 (Good)	1450
520	1400
70, 1954 (Fair)	700
60	985
50	950
JD A, 1946 (Fair)	500

FORD TRACTORS

9700, 1980 (Excellent)	15,500*
8000, 1969 (Fair)	6500*
8000, 1968 (Fair)	5000*
7000	6800
7000, 1972 (Good)	6000
5000, 1967 (Fair)	2900
4500, ldr., backhoe	6800
3000	3450
Dexta, 1958 (Fair)	1200*
Jub., 1953 (Fair)	1225
8N, 1952 (Fair)	975
8N, 1950 (Good)	1150*
8N	1200
8N, 1950 (Fair)	1220

INTERNATIONAL HARVESTER TRACTORS

1566, (Good)	11,300*
1456, 1968 (Good)	7000*
1206 diesel, 1965 (Fair)	4750
1066, 1975 (Fair)	7800
1066, 1973 (Fair)	7750
1066, 1972 (Fair)	7750*
1066	3050
966	8300
806, 1966 (Fair)	3500

(More...)

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More information can be obtained from:

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Auctions (continued)

806, 1966 (Good)	4100*	75, (Good)	6400
766 diesel	6000	204, ldr.	2650
706 diesel	2550	200, ldr., 1959 (Rough)	2050
656, 1966 (Fair)	3100*	180 diesel	3350
606, ldr., 1964 (Good)	2550	165, ...	3600
606 diesel	2250	135, 1964 (Good)	2550
560 diesel, plow, 1961 (Good)	1950	135, ...	3100
560 diesel	1775	65, ...	1400
560, ...	1400	35, 1952 (Fair)	1750
560, 1959 (Fair)	1300*	35, 1959 (Rough)	1600
560, 1958 (Rough)	1150*	20, ldr.	2500
560, 1959 (Fair)	1800*		
544, ldr., 1966 (Good)	5300	MINNEAPOLIS-MOLINE TRACTORS	
504 diesel, W. F. 3 Pt.	2600	G-900, 1959 (Fair)	3200
460, ...	900	670, 1964 (Rough)	1575
460, 1957 (Fair)	1375		
384, ldr., 1977 (Excellent)	7100*	OLIVER TRACTORS	
300, 1951 (Fair)	825	1855 turbo, 1968 (Fair)	4800*
Sup. MTA, 1952 (Fair)	1000	1850, 1965 (Good)	4400
Sup. M, (Good)	1010	1750 diesel	3000
Sup. M, 1952 (Fair)	974	1750 diesel	3600
M, ...	725	1650, ...	3100
M, 1951 (Good)	970	1650 diesel	3450
H, 1947 (Fair)	475	1600, 1961 (Fair)	2350
Cub, 1946 (Fair)	725	1550, 1962 (Fair)	1700
A, cult.	600	1450, 1966 (Fair)	2800
		770, 1953 (Fair)	700
MASSEY-FERGUSON TRACTORS			
1805, 1976 (Good)	15,500*	WHITE TRACTORS	
1135 diesel, 1966 (Fair)	2525*	4-180, 1976 (Fair)	17,500
1080 diesel	4950	2-105, 1975 (Good)	11,500*
656, 1961 (Fair)	1775		

NOTES:

Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.

Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

DEMONSTRATOR means—used for demonstrating only and in practically new condition.



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